

John J. Koepfel Speaks at the iGlobal Forum's 16th Independent Sponsor Summit & Awards



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John J. Koepfel, partner and leader of Lippes Mathias' private equity and independent sponsor practice teams, spoke during a roundtable discussion titled "Latest Trends in Deal Structuring" at the iGlobal Forum's 16th Independent Sponsor Summit & Awards in Miami, Florida. During his presentation, Koepfel discussed the following considerations:

- Equity: using roll-over equity to align parties + mitigate taxes + win the deal
- Seller Financing: how best to negotiate and incorporate a Seller note
- Earn-outs: designing earn-outs that bridge the valuation gap + less prone to disputes

John J. Koepfel is a partner and the team leader of the firm's private equity practice. He is a corporate lawyer who has successfully structured, negotiated and closed over 250 transactions in the past two decades, which typically involve mergers and acquisitions, fund formations and investments, and various private equity transactions (including co-investments, venture financings and cross-border deals). He also works with clients on reviewing/structuring their Qualified Opportunity Zone and Qualified Small Business Stock investments. Koepfel acts as counsel to a number of leading funds, independent sponsors, middle market companies, institutional investors, and

high-net-worth investors focused on buy-out, growth, venture, real estate, intellectual property, energy, debt, fund-of-funds, co-investments, secondaries and other strategies. He also often acts as US counsel to non-US clients on their US private equity and investment fund transactions. He also serves as a director for several private equity-backed companies.

About Lippes Mathias

Lippes Mathias is a full-service law firm with nearly 200 attorneys serving clients regionally, nationally, and internationally. With offices in Buffalo, Clarence, Albany, Long Island, New York, Rochester and Saratoga Springs, N.Y.; Greater Toronto Area; Chicago, Ill.; Jacksonville, Fla.; Cleveland, Ohio; San Antonio, Texas; Oklahoma City, Okla. and Washington, D.C., the firm represents publicly and privately-owned companies, private equity and venture capital firms, independent sponsors, real estate developers, financial institutions, municipalities, governmental entities, and individuals.

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